

Message Text

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P.CANNEY/STATE/EUR/NE (INFO)

COM/BIC/OIM (INFO)

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R 250014Z JUN 75

FM SECSTATE WASHDC

TO AMEMBASSY STOCKHOLM

UNCLAS STATE 148922

E.O. 11652: N/A

TAGS: BEXP, SW

SUBJECT: EXPANSION STEEL WORKS 80

REF: STOCKHOLM A-130

1. KOPPERS COMPANY, A MAJOR U.S. DESIGN CONSTRUCTOR, HAS EXPRESSED INTEREST IN PARTICIPATING IN SUBJECT PROJECT. HOWEVER, THEY WOULD APPRECIATE EMBASSY CLARIFICATION OF CERTAIN KEY VARIABLES PRIOR TO THEIR INITIAL CONTACTS WITH NORRBOTTENS JARNVERK AKTIEBOLAG (JNA).

2. REFTTEL INDICATES NJA PLANS TO SPEND ONE THIRD OF TOTAL COST ABROAD IN EITHER GERMANY, FRANCE, UK OR US. WE PRESUME THAT NJA AT LEAST INITIALLY DECIDED WHAT COMPONENTS WILL HAVE TO BE PURCHASED IN THESE COUNTRIES. IF SO, WHICH COMPONENTS DOES NJA ANTICIPATE PROCURING FROM U.S.?

3. HOW DOES NJA PLAN TO FINANCE ITS EXPANSION PROGRAM? WILL THEY SEEK AN EXIMBANK PRELIMINARY COMMITMENT OR
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WILL IT BE FINANCED THROUGH SOME OTHER VEHICLE (IE

COMMERCIAL, INTERNAL FINANCING)?

4. DOES THE POST HAVE ANY BETTER INDICATION REGARDING TIMING?WHEN WILL TENDERS BE ISSUED; WHAT IS THE TIME-TABLE FOR BIDDING AND ACTUAL CONSTRUCTION?AS EMBASSY PROBABLY AWARE MANY U.S. FIRMS HAVE EXTENSIVE BACKLOGS. ACCORDINGLY THE TIMING ON THIS PROGRAM COULD BE A MAJOR FACTOR IN THE U.S. RESPONSE.

5. FINALLY, WE WOULD APPRECIATE EMBASSY ASSESSMENT REGARDING WHETHER U.S. FIRMS CAN BID COMPETITIVELY WITHOUT TEAMING WITH A EUROPEAN PARTNER. ON PREVIOUS EXPANSIONS HAS NJA PLACED ANY MAJOR ORDERS WITH U.S. FIRMS. KISSINGER

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Draft Date: 25 JUN 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Document Unique ID: 00
Drafter: OED/MEPD/TJASPER/MJJ
Enclosure: n/a
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Errors: N/A
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Margaret P. Grafeld
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